



FOODCYCLER™ MUNICIPAL SOLUTIONS

The Future of Food
Waste



FOOD CYCLE SCIENCE

About Us

- Canadian company (Ottawa, ON) providing commercial and residential **food waste diversion solutions** that reduce costs and GHG emissions
- Products available in North America through **FoodCycler Municipal / Vitamix** and internationally through network of distributors & OEM partners
- ReFED Catalytic Grant Fund grantee (2023)
- Finalists in Impact Canada/AAFC's Food Waste Reduction Challenge
- Globe & Mail Canada's Top Growing Companies (2021 & 2022)
- Deloitte Fast 50 CleanTech award winners (2021)

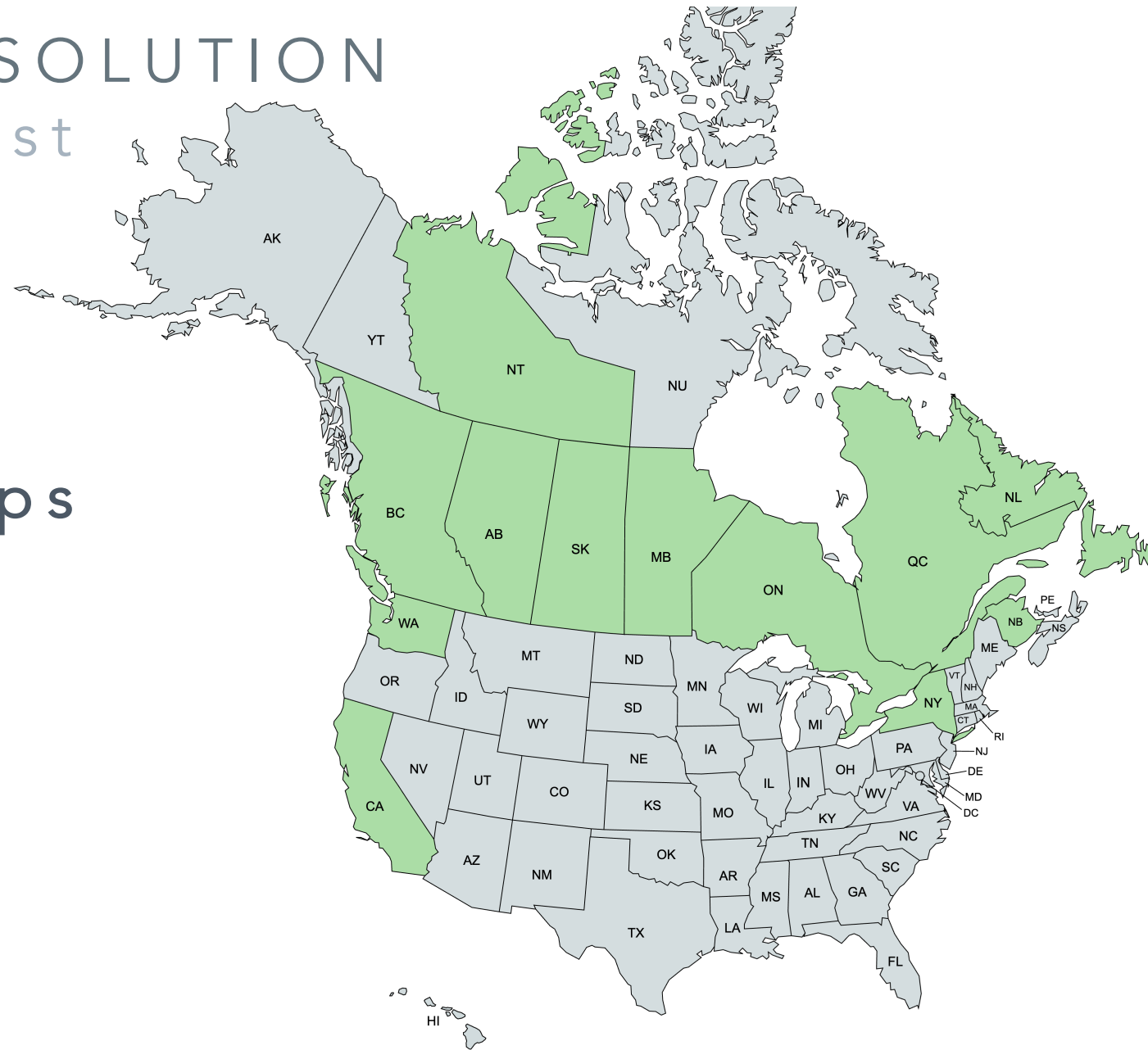


TRUSTED MUNICIPAL SOLUTION

Coast to Coast to Coast

Over 100
North American
Municipal Partnerships

- 3 States
- 8 Provinces
- 1 Territory



FOOD WASTE STINKS!

Food waste is an urgent global problem that is both preventable and solvable. It results in massive financial losses and greenhouse gas emissions.

- **8-10%** of all global greenhouse gas emissions come from food waste
 - If food waste were a country, it would be the **3rd largest GHG emitting country** in the world
- In the US, **43%** of all food waste is generated at the **household level**
 - The average American household spends **\$1,600** on food that is wasted each year
- **56%** of all household food waste in America is being sent to landfills
- Food waste is **90%** liquid, which is heavy and expensive to truck around



MUNICIPAL IMPACT

FOOD WASTE - CLOSE TO HOME

LANDFILL + WASTE COSTS

- ~**25-50%** of household trash is organic waste
- Landfills are filling up fast, creating cost and environmental issues
- Hauling, transfer, and disposal services are a major cost factor and environmental contributor

ENVIRONMENT

- Landfilled organic waste produces methane, which is **25 times** more harmful than CO₂
- 1 metric ton of food waste is equivalent to 1 car on the road for one year



COMMUNITY

Food in the garbage:

- More frequent collection or trips to the disposal site
- Unpleasant odors
- Animals, pests & other visitors



Removing food waste from garbage:

- Volume is reduced by up to 50%
- Less frequent collection, fewer trips to disposal site, save on bag tags
- Keeps odors out, makes garbage much less “interesting” for animals



FOODCYCLER

THE FOODCYCLER PRODUCT FAMILY

FOODCYCLER™
FC-30



84.54 oz

H - 14 x W - 11
x D - 10.3

4 - 8
HOURS

0.8 kWh

2 REFILLABLE
FILTERS

BACK

UNIT BUCKET
CAPACITY

UNIT SIZE (In.)

PROCESSING TIME

POWER
CONSUMPTION PER
CYCLE

ODOR CONTROL

VENT LOCATION

169.07 oz

H / W - 13.8
x D - 10.3

6 - 8
HOURS

1.5 kWh

1 REFILLABLE
FILTER

TOP

FOODCYCLER™
Eco 5



90% FOOD WASTE REDUCTION

Full bucket of wet,
smelly food waste

2.5L / 5L

Handful of dry, sterile,
odorless & nutrient-rich
by-product

100 g / 200 g



4-8 HOURS
(Overnight)

0.8-1.5 kWh
(Equivalent to a laptop)

\$0.10-\$0.15 per cycle
(\$2-4 per month)



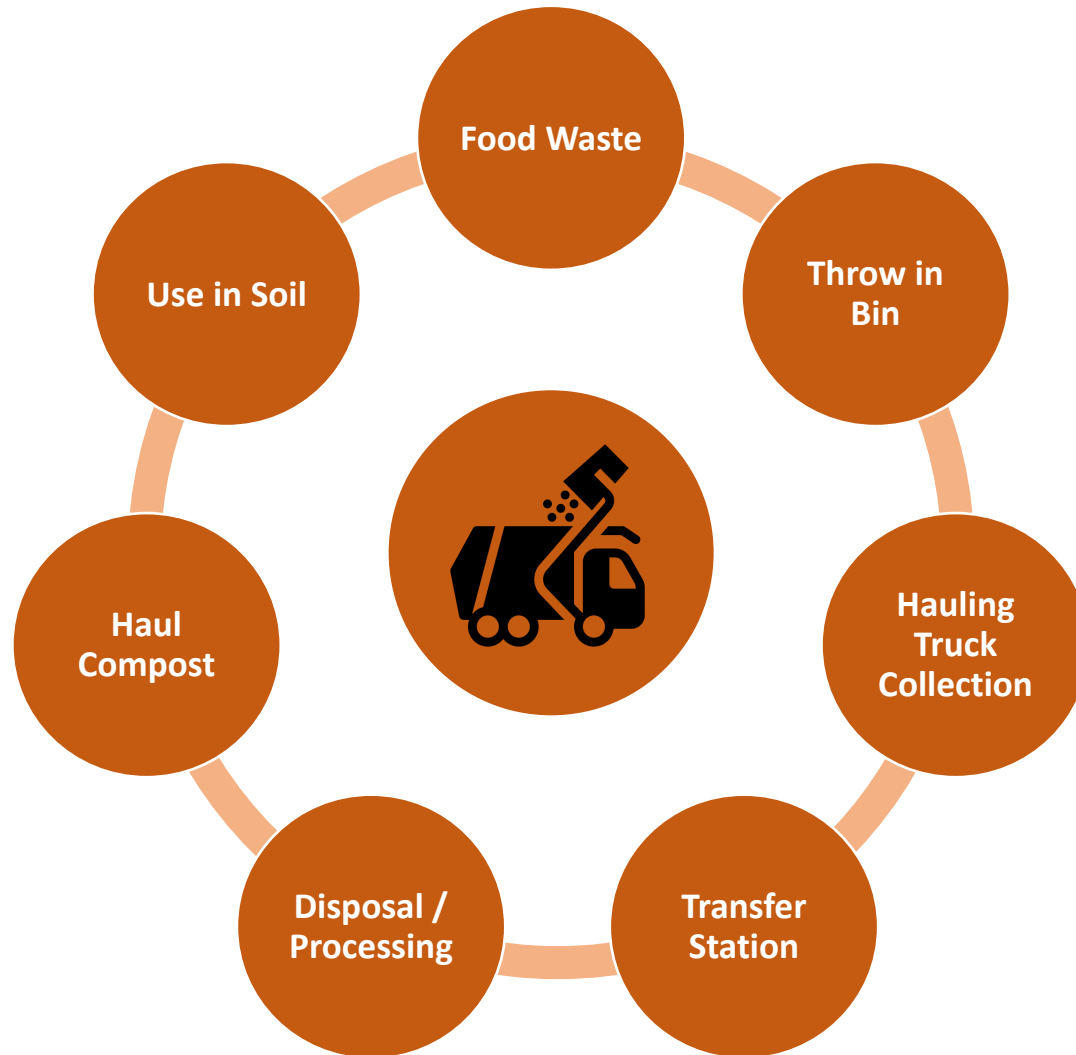
FOODILIZER™: BENEFICIAL USES

The FoodCycler by-product is a dry, sterile, and nutrient-rich biomass with many beneficial uses and practical applications:

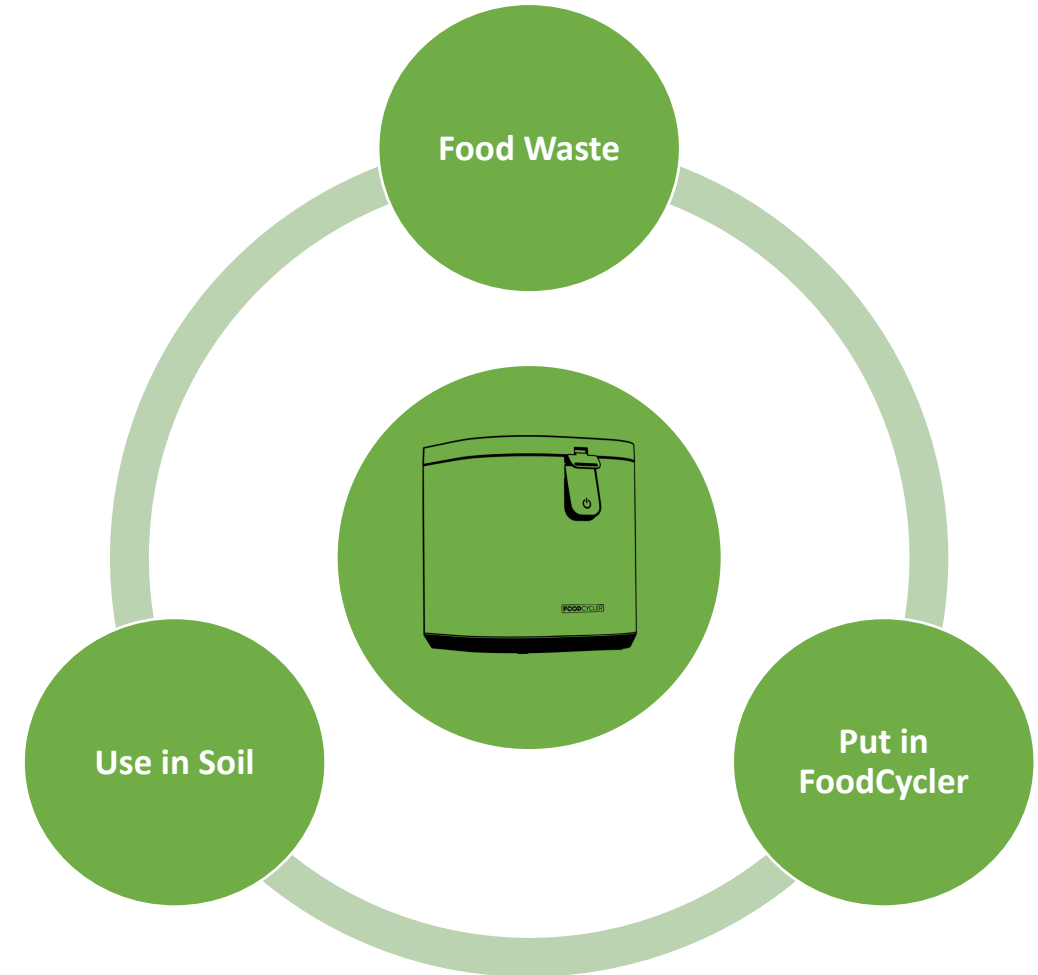
- Add to garden soil (recommended at 1:10 ratio)
- Add to backyard composter/tumbler/green cone
- Integrate to existing Leaf & Yard waste systems
- Drop off at compost site
- Drop off to a community garden/local farm
- Add to Green Bin (where available)



IMPACT: ENVIRONMENTAL & ECONOMIC



Traditional Waste
Management



FoodCycler

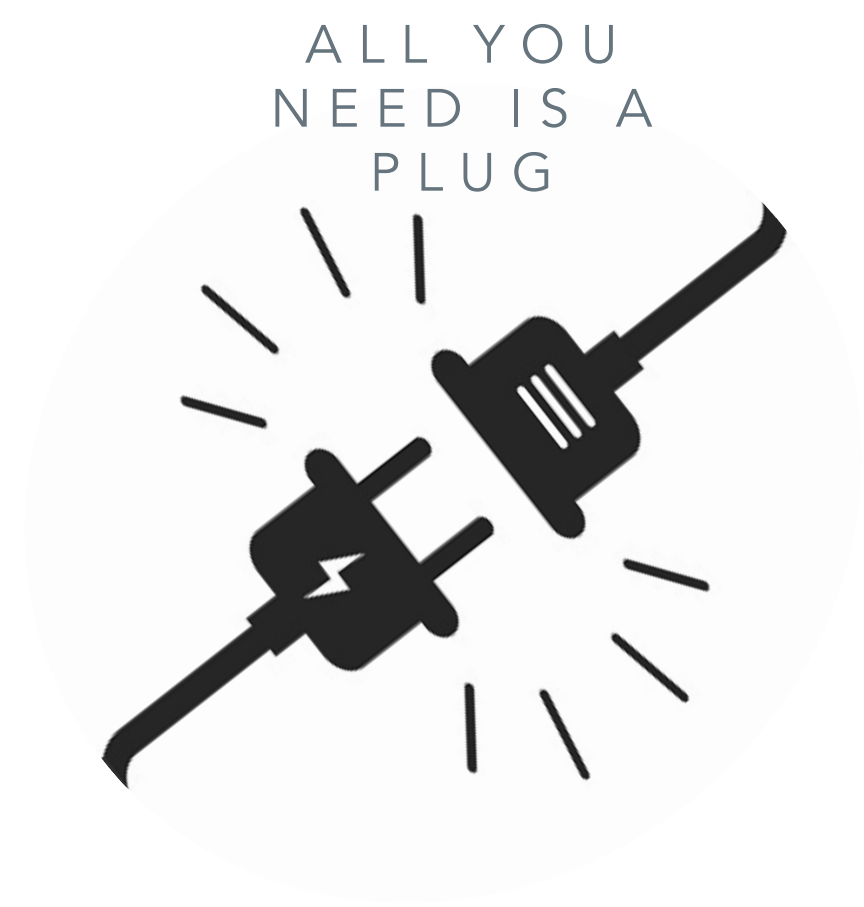
IMPACT: SOCIO-ECONOMIC

Traditional organics collection methods often neglect communities with challenging infrastructure and limited resources (rural, remote, Northern, multi-family, Indigenous, etc.)

With FoodCycler, the capital costs of developing processing and collection infrastructure are avoided, as is the time required before infrastructural maturity is achieved.

The FoodCycler provides a non-discriminatory means for ALL households to directly participate in organics diversion with minimal individual costs incurred.

All you need is a plug.



IMPACT: PRESSURE

Regulatory + Social

THE TIME IS NOW

- Constituents want **solutions** to reduce their environmental impact
- Waste is perceived as a government problem and **regulations** are coming
- Food waste is “low-hanging fruit” to achieving higher **diversion** and addressing the environmental impact of waste



"I've received a number of positive messages from residents saying, "sign me up, where can I get mine." I'm 100 per cent in favor of it."

Deputy Mayor Lyle Warden, (South Glengarry ON)

"We were extremely happy with this program and loved that it made us aware of our daily waste."

Pilot participant in South Glengarry

"It's a great tool to reduce household waste. Appreciate that the municipality is being innovative and piloting different solutions."

Pilot participant in Hornepayne

"It alleviates a lot of the concerns that people might have with backyard composting. The time commitment, the location, pests and animals..."

**Kylie Hissa, Strategic Initiatives Officer
(Kenora, ON)**

PILOT PROGRAM

12 Weeks Start to Finish

PILOT TIMELINE

START

Residents purchase FoodCycler at a subsidized rate from Municipal Office (or other designated location)

12 WEEKS

Participants use the unit for a period of 12 weeks.

Number of cycles per week are tracked to estimate total diversion achieved.

END

Participants fill out an exit survey, providing their review of the program and any other feedback.

Survey results used to evaluate program success.

NEXT STEPS

A feasibility study and tailored program is designed by FCS for you at no additional charge.

Grants may be available, with support from Food Cycle Science.

THE FOODCYCLER PILOTS

The results are in.

What are
FoodCycler partners
saying about their
experience?



Participation Rate 98%

- 98% of pilot participants will continue using the FoodCycler after the pilot period

Recommendation Rate 96%

- 96% of users would recommend the FoodCycler to friends/family/neighbors

User Experience Rating 4.6/5

- 4.6 out of 5 star rating for the overall user experience of the FoodCycler

Net New Diversion 610 lb

- Each participating household is estimated to divert approx. 610 lb of food waste annually

Awareness + Prevention 77%

- 77% of pilot participants resolved to waste less food as a result of increased awareness

ReFED CATALYTIC GRANT FUND

Resources available to municipal partners:

- 🌱 Assistance with generating resident engagement materials
- 🌱 Development of dedicated municipal landing page for program enrollment and support
- 🌱 Generate feasibility report to provide important program analytics (amount of food waste diverted, approximate CO2e offset, reception of solution within the community)



ReFED

FUNDED PROGRAM

Municipal Subsidy Model



FOODCYCLER™
FC-30

\$400

RETAIL PRICE

\$600

\$249

MUNICIPAL RATE

\$349

-\$100

* MUNICIPAL
SUBSIDY *

-\$100

\$149

RESIDENT
COST

\$249



FOODCYCLER™
Eco 5

- Municipality provides a subsidy per unit/household
- Total pilot quantity is pre-determined
- Bulk shipment to central location
- Municipality pays shipping costs
- Distribution to residents from central municipal location

Orders >600 units may qualify for additional discounts and federal funding.



THANK YOU!

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The Municipal Solutions Team

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